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... News and Views from the Farm Management Staff

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FEDERAL EXTENSION SERVICE
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CURRENT SERIAL RECORDS

October 12, 1962

EXTENSIVE COVERAGE OF FARM MANAGEMENT WORKSHOPS IN MISSOURI

Word just received from Ed Wiggins, Missouri farm management specialist, indicates that the count-down is well along on plans for State-wide coverage with farm management schools again this winter. The farm management staff has just completed ten district conferences for agents which prepared them for conducting a series of lessons in the area of credit. The schools this year are to be entitled "Financing the Farm Business." Ed's information indicates that 87 counties plan to conduct such schools with an estimated enrollment of 2,300 families.

For several years now Missouri has conducted such schools on an extensive basis over the State. These schools have been attended primarily by young farm families. The objective is to teach farm management principles and techniques. Titles given to schools in previous years have been "Modern Farming Pays," "Farm Buildings Can Be Profit Boosters," and "Cut the Costs that Cut the Profits." You may want to write to Missouri if you are interested in obtaining copies of this year's materials used in training agents.

GLEN J. VOLLMAR JOINS FES FARM MANAGEMENT STAFF

This week Glen J. Vollmar, who has been a farm management specialist in Ohio, joined our farm management group. Glen is a native of Ohio. He has his BS and MS from Ohio State and is currently finishing his thesis for a PhD degree. Glen was raised on a farm in Northwest Ohio and served as manager of the home farm for five years. He served with the U. S. Army in Korea and Japan. His family consists of wife and three daughters.

We are looking forward very much to working with Glen in the Federal office. Glen will be working primarily in the North Central Region and, in fact, he went to Chicago to attend a North Central Farm Management Committee meeting the first day that he was on the job. We know that you will find Glen most cooperative and interested in assisting you in any way possible.

AEP-137 (10-62)

MAIL IN ACCOUNT SEMINAR

Michigan State University is inviting anyone interested in attending a three-day seminar, November 6, 7 and 8, to exchange ideas about mail-in account projects and machine processing. This is designed primarily for those States contemplating new pilot projects for 1963 and those who have had operational experience in recent years. Invitations have been sent to about 25 States who have indicated their interest in such a project. However, anyone wishing to explore the possibilities and problems involved is welcome.

The program will include an exchange of information about codes and systems now in use plus a chance to help final development of a new "Universal Code" which Warren Vincent is developing for multi-purpose uses. Michigan State will change to this new numbering system for 1963. Time will be available to exchange ideas about operational problems of programming, coding, verifying, summarizing, training office personnel, training farmers, and reporting data back to cooperators.

Seminar participants are expected to attend at the expense of their home institution. Requests for copies of the program or reservations should be sent directly to Leonard R. Kyle, Department of Agricultural Economics, Michigan State University, East Lansing, Michigan.

FOOD AND AGRICULTURE ACT OF 1962 - FARM MANAGEMENT IMPLICATIONS

Copies of the new farm legislation enacted this week are enclosed. As has been the case with all farm programs in recent years, it appears that there is a strong need -- consequently an opportunity -- for educational work of a farm management nature. In fact, in connection with this new law, there are a number of distinct areas in which individual farmers will be making decisions. Some of the main decision-making occasions stemming from this legislation are as follows:

Whether to participate in the 1963 wheat program.

How to vote in the referendum for the 1964 and later wheat crops.

What adjustments in land use to make, depending on the outcome of the referendum.

Whether to participate in the 1963 feed grain program.

What adjustments in farming operations to make in 1964 in view of the law's provisions for 1964 feed grain crops.

Whether to use new credit sources made available to farmers for developing recreational enterprises.

The opportunities for farm management education in connection with the various decisions that farmers will have to make in regard to wheat and feed grains are similar to what your efforts have been in recent years with other Government programs. We have received many good reports, and we have also received copies of your materials indicating the excellent work aimed at assisting individual farmers to analyze the alternatives for them under the previous pieces of legislation. In our work in the next year or two associated with this new farm bill, we will again have an excellent situation for teaching farmers some economic principles and concepts, and use of analytical tools. We will be looking forward to receiving copies of the various budgets and other materials which you develop.

The new farm bill sections pertaining to recreation seem to offer a somewhat new and broader opportunity for farm management work than stems from usual Government programs. The law makes it possible for the Farmers Home Administration to make regular real estate (up to \$60,000) and operating loans (up to \$35,000) to individual farmers under the same general framework of regulations already existing. It appears to us that this new source of credit may cause some farmers to consider the possibility of recreational enterprises. For many farm situations, such recreational activities as fish ponds, game preserves, or camp sites may be practical enough for a farmer to consider along with crops and livestock. In our production economics lingo such activities are likely to have a competitive relationship with other farm enterprises, but also there may be supplementary or even complementary relationships. Also, personal characteristics and values will probably loom large in importance.

In order to consider recreational enterprises as an alternative, we naturally must have some input-output data similar to what we use in selecting which crops to grow or for considering whether to expand a cow herd. This kind of data are extremely sparse but some estimates of the input-output coefficients must be derived before loans on a sound basis can be made for recreational activities. It appears to us that we in Extension could contribute significantly to speeding up the development and estimating of needed data. In most instances, we would want to work closely with other extension specialists and research people on such endeavors. Our co-workers in the Economics Research Service are currently obtaining data on how recreational enterprises fit into the total farm business. We will feed this to you as it becomes available, and if you are interested in copies of the questionnaire ERS used, we will be glad to relay your request to ERS.

DECISION MAKING

No doubt most of you have read the articles by R. F. Hutton of Penn State in the September and October issues of Better Farming Methods. The titles are "Analytical Planning -- a way to study proposed changes," and "Will This Practice Pay?"

Hutton shows "a method of appraising a proposed management practice" in diagram form. He explains and illustrates the procedure. The method involved is analogous to the one used by "our presently most powerful aid to reason--the digital computer." It is, therefore, a systematic and detailed procedure for using preferences and data to arrive at a decision.

It may offer us some ideas for doing more effective extension work in farm management. As a starter, an extension worker might concentrate and elaborate on only a part of Hutton's procedure -- the part a farmer might use in deciding whether it is worth his while to budget a suggested or contemplated change. The outside parts of Hutton's diagram may help you to develop a procedure by which you can show a farmer how he can decide, quickly (1) to make the change because he wants to and is sure he can afford to, or (2) not to make the change because he doesn't want to and doesn't need to (he can afford to forego any additional income he might gain by making the change), or (3) to budget the contemplated change and/or other alternatives. In the latter case, the inside of Hutton's diagram offers a framework for making the necessary budgeted comparisons.

ABOUT PEOPLE YOU KNOW

Virgil Gilman left our ranks by way of retirement on July 1. During the 23 years that Virgil has been with us in the Federal office of the Extension Service, he has become widely known and respected for his knowledge of, and contributions to, the development of Western agriculture. He will be greatly missed by his co-workers here in the Department as well as by the economic staffs of the 11 Western States.

For the time being, Virgil and Mrs. Gilman will continue to reside in Arlington, Virginia. We are glad to have him close by, and hope that he continues to drop into the office occasionally to talk things over.

Chas. R. Pugh was promoted in March from agricultural policy specialist and is now in charge of Farm Management and Public Affairs at North Carolina State.

David W. Brown, formerly extension economist in farm management, Texas, became assistant to the Dean of Agriculture in March.

John M. Huie was appointed as specialist in Rural Resource Development in Alabama in July.

Thomas G. Brown, Missouri, will be on study leave October 1962 through September 1963 at North Carolina State.

Thurman D. Hubbard's death was reported in May. He was formerly extension farm development specialist at Arkansas.

Raymond T. Krofta was appointed as extension economist in farm management in June at Ohio.

Lloyd A. Carville, Frank M. DeFrieze, and Clay R. Moore returned in June to duty as farm management specialists in Louisiana, Tennessee, and Arkansas, respectively. They were on study leave at North Carolina State College.

Victor E. Jacobs, project leader and extension economist in farm management at Kansas, will be on study leave from October 1962 to June 1963. He will be studying at Kansas State.

Glen C. Pulver, farm management specialist, Wisconsin, has been granted an extension of leave to serve as Visiting Professor of Agricultural Economics at the University of Rio Grande do Sul in Brazil, July 1962 - July 1963.

Herbert B. Howell, extension economist, Iowa, was on a temporary South American assignment with AID in August.

Warren L. Trock resigned in August from his position as extension economist, Montana, to accept a position with the Department of Agricultural Economics at Bozeman.

Ralph E. Hepp received an appointment in July as farm management specialist at Wisconsin.

John O. Dunbar, extension economist, Indiana, will be on leave September 1962 to July 1963, to serve as Visiting Professor of Agricultural Economics with Agricultural Policy Institute at North Carolina State University.

Clifford R. Meeker, extension economist, Missouri, will be on leave September 1962-September 1964, to accept an assignment with the College of Agriculture, University of Missouri, as Technician in Agricultural Extension, located at Bhubaneswar, India.

Coy G. McNabb, extension economist, Missouri, will be on study leave October 1962-October 1963.

Roger G. Johnson accepted the position as farm management specialist at Wisconsin, July 1962.

Paul R. Hasbargen, who has been on study leave at Michigan, returned to duty as extension economist in farm management in October at Minnesota.

Charles L. Beer, formerly extension specialist in agricultural economics at Michigan, has been appointed as extension economist at Missouri.

Robert F. Frary, extension economist in farm management, Wyoming, will be on study leave at Oregon State until October 1963.

Lewis E. Clark, agricultural business specialist, Maine, is now on study leave at Cornell University for 1962-63. Austin Bennett, a former county agent in the State, has been appointed to carry on the farm management program.

Silas B. Weeks, extension economist, New Hampshire, is on sabbatic leave for one year and will be located at North Carolina State College where he has a fellowship for a year's study at the Agricultural Policy Institute.

Jesse Cooper has been appointed to the farm management extension staff at Pennsylvania State University, and will be working primarily with livestock farmers.

Estel H. Hudson has been appointed assistant agricultural economist on the Tennessee extension staff.

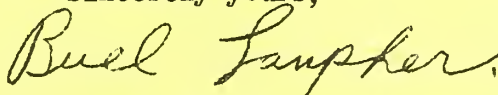
Thomas K. Hunter has returned to duty as area farm management specialist at Vernon, Texas.

Sidney L. Jenkins, area farm management specialist at Stephenville, Texas, has been promoted to dairy marketing specialist at College Station, Texas.

David H. Williams was promoted from county agent to extension economist in Georgia.

Roger P. Hill was appointed assistant agricultural economist in Florida in March.

Sincerely yours,



Farm Management and Production Economics Branch

Buel Lanpher, Chief
E. A. Johnson
L. M. Vaughan

E. P. Callahan
Glen Vollmar

Enclosure

